

Doing Business with the Public Building Service (PBS)

Industry Day Presentation
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Agenda

- Introduction
- Overview Of PBS
- PBS and 03 FAC
- Show me the Money
- 03 FAC Top 10
- Green Purchasing
- GSA's Sustainability Plan
- Recent Developments
- Quick Tips & Advice
- Questions

Overview of PBS

PBS = The landlord of the
Civilian Federal Government

- 1,530 Owned Properties
- 8,094 Leased Properties
- 414 Million sf of space
- \$26.6 B = FY10 Operating Budget
- 144,978 acres of land under
management

Overview of PBS

- What Kinds of Properties does GSA Manage?
 - 9,624 owned and leased assets include:

- Commercial Office Buildings
- Courthouses
- Warehouses
- Labs
- Historical Properties
- Land Ports of Entry
- Child Care Centers

Overview of PBS

- What does PBS buy?
 - PBS buys more
Services than Goods

PBS and 03 FAC

·Services like those offered on the 03FAC!

- Integrated Pest Services
- HVAC Maintenance
- Elevator Maintenance
- Fire Alarm Maintenance
- Janitorial Services
- Snow Removal
- Energy Management Services

· and the list goes on

•Show Me the Money!

FY11 Data Shows:

PBS spent \$432 Million on Multiple Award Schedules (MAS) Contracts

\$128.6 Million on 03 FAC

50% of that with Small Business

Top 10 03FAC Vendors

LB and B Associates- \$15.5M
Wilson 5 Service Company- \$9.8M
LCOR Asset Management- \$9.6M
Tecom Incorporated- \$8.8M
Brooks Range Services-\$8.0M
Urban Services- \$6.5M
WW Services, Inc- \$5.8M
MacTec Engineering Services-\$4.3M
Eastco Building Services- \$3.9M
Four Seasons Environmental- \$3.5M

GSA's Green Purchasing Plan (GPP)

- Promotes the purchase of environmentally sustainable products and services:

- Applies to all new contract actions in support of GSA operations and using GSA funds

- Different Agencies may have different GPPs

- Minimum requirement for environmental standards and sustainable products in contracts such as:

- Facility Maintenance

- Janitorial Services

- Integrated Pest Management Services

GSA's Green Purchasing Plan (GPP)

- Environmental impact *may* be an Evaluation Factor
 - Offerors may be given the opportunity to submit environmental impact statements that address *how* a proposed solution can address GSA's Sustainability objectives
 - Provide more competition & Drive Innovation
 - List of 03 FAC Special Item Numbers (SINS) that can highlight environmental impacts (page 37 of GPP)

GSA's Sustainability Plan

- Greenhouse Gas (GHG) Reductions- 27% below 2008 base by 2020- Scopes 1 and 2.
 - For buildings, it's 28.7% below the 2008 base
- By FY 2020, GSA will reduce total energy consumption per square feet of space by 37.5% compared to FY 2003 levels for buildings subject to statutory energy intensity reduction goals
 - design building to exceed industry energy efficiency standards
 - implement life cycle assessments in projects
 - conduct water and energy evaluations
 - installed advanced metering devices in buildings

Recent Developments

- Presidential Memo- "Disposal of Unneeded Real Estate" dated 06/10/2010
 - Agencies required to reduce data centers w/in 5 yrs
 - Get rid of leases that aren't cost effective
 - Consider Consolidations
- GSA's New Telework Policy- October 2011
 - All employees are eligible to telework, with few exceptions
 - No set telework schedules
 - Promote hoteling and desk-sharing

Recent Developments

· "Implementation of Energy Savings Projects and Performance Based Contracting for energy savings"

· Presidential Memorandum dated 12/02/11

· Federal Agencies are to implement Energy Savings Measures (ESMs) in buildings w/ a payback time of less than 10 yrs.

· By 12/2013, the Gov't has to enter into a min of \$2B in Energy Savings Performance Contracts (ESPC's)

· By 01/31/12, Agencies were to have submitted a plan to accomplish these goals.

Quick Tips and Advice

- Forecast Of Opportunities
- www.gsa.gov/smbusforecast

- Small business opportunities you may qualify for
- Excel spreadsheet provides upcoming contract opportunities segmented by Region
- Estimated \$ amounts
- Procurement Methods

Quick Tips and Advice

- FedBizOpps

- www.fbo.gov

- Contract opportunities are posted here- these are outside of those on the Schedules

- Opportunities from all Agencies posted

- Easy to use- can register and have automatic e-mails

Quick Tips and Advice

- The Federal Procurement Data System
 - <https://www.fpds.gov/>
 - Easy and FREE Market Research
- All Federal Contracts over \$25,000 reported here
- Updated daily
- Searchable by NAICS, keywords, \$ amounts, Contract #'s, Agency, etc
- Easy Reports - downloadable

Questions?

Question from session - Does PBS have any BPAs for Energy Audit Services?

Answer - I don't know of any PBS specific BPA's for Energy Audit Services. I would suggest FAS Energy Services BPA. <http://www.gsa.gov/portal/category/26748>

·Contact Information:

industryrelations@gsa.gov or www.gsa.gov/industryrelations

·www.gsa.gov/sustainability

- GSA's Green Purchasing Plan- downloadable
- GSA's Strategic Sustainability Plan- downloadable
- Other Sustainable Solutions